

Message Text

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AMEMBASSY LONDON

AMEMBASSY MOSCOW PRIORITY

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USDOC FOR BEWT FOR TDAD/BOWIE AND SOV. AFF. - HEISS

E.O.11652: N/A

TAGS: BENC, BEXP, EAIR, ECRE, EEWT, ETRD, GW, UR, WB

SUBJECT: MOSCOW AIRPORT CONTRACT: FOLLOW-UP

REFS: (A) USDOC 18410 (NOTAL); (B) MOSCOW 16703 (NOTAL);
(C) USDOC 18229 (NOTAL); (D) USBERLIN 2212; (E) USBERLIN 2213

1. WE HAVE LEARNED THAT WEST BERLIN BANKS HAVE JOINED FORCES WITH FRG BANKS IN PROCEEDING CAUTIOUSLY ON FINANCIAL ARRANGEMENTS DUE TO CURRENT LEVEL OF SOVIET CREDITS IN WEST. INDICATIONS HERE ARE THAT NO REPEAT NO FINANCIAL AGREEMENT HAS BEEN SIGNED AS YET. BERLIN CONSULT REPORTEDLY SEEKING FINANCING IN SEVERAL WORLD MONEY MARKETS.

2. GERMAN PRESS SPECULATING WIDELY ON PRICE. FAZ ARTICLE MENTIONED REF D GAVE ESTIMATES AS LOW AS 100 MILLION DM AND AS HIGH AS 300 MILLION DM. BERLIN CONSULT TOLD US, HOWEVER, THAT AGREED PRICE WAS 200 MILLION DM. BERLIN CONSULT CONTINUES CONFIDENT THAT IT
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CAN OBTAIN FINANCING.

3. MOSCOW MAY BE INTERESTED IN TEXT OF FRANKFURTER ALLGEMEINE ZEITUNG ARTICLE, WHICH IS AS FOLLOWS:
QUOTE BERLIN CONSULT BUILDS SCHEREMETJEWOW III. WEST BERLIN, 12 OCTOBER. THE FIRM BERLIN CONSULT GMBH, ENGAGED AS A GENERAL CONTRACTOR FOR MAJOR PROJECTS, IN WHICH THE CITY OF BERLIN OWNS THE CONTROLLING INTEREST, HAS JUST OBTAINED THE BID TO BUILD THE NEW MOSCOW AIRPORT SCHEREMETJEWOW III, TO BE COMPLETED IN TIME FOR THE OLYMPIC GAMES IN 1980. A CORRESPONDING AGREEMENT TO THIS EFFECT HAS ALREADY BEEN SIGNED. FOLLOWING FURTHER DETAILED NEGOTIATIONS THE FINAL CONTRACT IS TO BE SIGNED IN THE NEAR FUTURE. TWENTY-NINE FIRMS FROM ALL PARTS OF THE WORLD BID ON THE PROJECT. THE SIZE OF THE CONTRACT, ABOUT WHICH DETAILS WERE NOT REPEAT NOT AVAILABLE, IS ESTIMATED BY EXPERTS TO BE WELL OVER 100 MILLION DM; SOME ESTIMATES ARE AS HIGH AS 200 TO 300 MILLION DM. THE NEW AIRPORT IS SUPPOSED TO HAVE A CAPACITY OF SIX MILLION PASSENGERS PER YEAR AND IN PEAK PERIODS SHOULD BE ABLE TO HANDLE 2,100 PASSENGERS PER HOUR. SCHEREMETJEWOW III IS SUPPOSED TO BE BUILT NEAR THE EXISTING INTERNATIONAL AIRPORT SCHEREMETJEWOW IN THE NORTH OF THE SOVIET CAPITAL. UNQUOTE.

4. THE OCTOBER 22 ISSUE OF THE EAST-WEST TRADE WEEKLY, INDUSTRIE UND HANDELSREVUE, PUBLISHED COLOGNE, ALSO CARRIES ANNOUNCEMENT ENTITLED QUOTE BERLIN-CONSULT BUILDS SCHEREMETJEWOW III UNQUOTE. THIS ARTICLE ESTIMATES PRICE AT BETWEEN 200 AND 300 MILLION DM AND NOTES THAT CONTRACT WILL BE SIGNED LATER AFTER DETAILED NEGOTIATIONS. FINANCIAL ARRANGEMENTS NOT REPEAT NOT DISCUSSED BY HANDELSREVUE. GEORGE

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